VAISHNAVI SURESH UGALE

Shree Swami Krupa Shreeram nagar Opp. B. Ed college Akole Bypass road, Sangamner

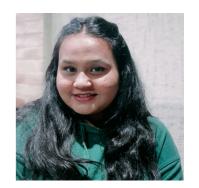
A.Nagar 422605

vaishnaviugale70@gmail.com | 9767976283

30 April

https://pratilipi.page.link/aChrLTtQGE9inFMT8

in https://in.linkedin.com/in/vaishnaviugale9767976283?trk=public_profile_samename-profile



EDUCATION

• BJP SAHYADRI VIDYALAYA SANGAMNER

SSC

2016

330

First class

DR. DA OHARA JUNIOR COLLEGE SANGAMNER

2018

HSC

second class

• BPHE SOCIETIY'S AHMEDNAGAR COLLEGE AHMEDNAGAR

2021

B. Sc. Biotechnology

First class

EXPERIENCE

Imperial Polylayers (Freelance)

March 2022 - March 2022

Business Representative

Promoted mulching paper solutions, driving agricultural sales growth

July 2022 - May 2023

Growloc LLP

Sales Representatives

- -Promoting sustainable agriculture and hydroponic produce
- -Driving customer satisfaction and business growth.

May 2023 - Nov2023

Growloc Pvt. Ltd

Business Development Associate

- -Drove revenue growth and expanded client base through strategic partnerships and initiatives.
- Promoted sustainable agriculture practices, streamlining processes, and enhancing customer satisfaction.

Nov 2023 - April 2024

PrepCA Edusurv Pvt. Ltd

Senior Business Development Associate

- -Drove business growth through partnerships and strategic initiatives.
- Expertly guided CA aspirants in admissions, ensuring seamless transitions.

April 2024 - September 2024

CoachX. Live

Business Development Executive

- -Identified and pursued new business opportunities, building relationships and partnerships.
- Led and mentored the team to achieve exceptional results.

LANGUAGE

- Marathi
- Hindi
- English

ACHIEVEMENTS & AWARDS

- 1. Participated in HELIX Exhibition in Ahmednagar College, Ahmednagar 2018
- 2. Participated in HELIX Exhibition in Ahmednagar College, Ahmednagar 2019
- 3.Participated in Navenya: Innovative Minds Compitition conducted by Department of Biotechnology, in Modern College of Arts, Science and commerce
- 4. Participated and worked in Kisan Exhibition, Conducted by Kisan Forum Private limited company

- 5. Participated in Super Writer awards by Pratilipi
- 6. Participated in Golden Batch Author workshop by Pratilipi
- 7. Rising star of the month award june 2024
- 8. Rising star of the month award july 2024

CERTIFICATIONS

· Sales Funnel - Great Learning

Completed Sales Funnel course, mastering the 3 key stages: awareness, consideration, and decision.

· Negotiations Skill in Sales

Completed negotiation skills course, enhancing ability to drive sales growth and build strong client relationships through effective communication.

· Sales Management

- Sales Management Course

Developed skills in sales strategy,

-Team leadership, and performance management to drive business growth.

PMP Basic Certificate

Enhanced my skills with PMP Basic Certificate from Simplilearn by Skillup! Now proficient in managing varied projects, I'm confident in delivering effective project management and driving business growth.

• PMP Certification Training

- Completed comprehensive project management certification,
- -Proficient in managing projects and leading teams to successful completion.

PROJECTS

Astrobiology

HELIX-ACA 2018

Exploring astrobiology's potential to revolutionize life sciences and healthcare.

· Cancer and Technology

HELIX-ACA 2019

Exploring innovative cancer solutions: curcumin-based treatments, nanorobot drug delivery, and early detection technologies.

• Eco electric Impliment

Eco Electric Implement Project: Revolutionizing eco-friendly transportation with renewable energy, awarded 2nd place in Navenya Competition of Science.

PUBLICATION

You are 23 Stories Away

Published author in "You are 23 stories away" anthology.

Collaborated with Words Collab Foundation, showcasing themed storytelling expertise.

• The joy of Peace

Published author in "Vichitra: You are 23 stories away" anthology (Amazon, Flipkart)

Showcased creative writing skills via Words Collab Foundation.

• Kaleidoscope

Published poet in "Kaleidoscope" anthology (Amazon, Flipkart)

INTERESTS

1. Writing -

Multilingual writer, crafting compelling content in Marathi, Hindi, and English across 150+ works, spanning poetry, fiction, articles, and more.

2. Cooking -

Passionate home cook, blending global flavors and techniques.

• 3. Painting -

Freestyle painter and cartoon artist, exploring diverse techniques and mediums to express creativity and find serenity.

4. Crafting and Design -

Craft enthusiast seeking new techniques and materials to create innovative, imaginative pieces.

SKILLS

- Business Development
- Management
- Team Building and Leading
- Presention
- · Sales and Marketing
- CRM
- Communication
- Laboratory Management
- Microsoft Excel
- Power Point
- Edting
- Content Writing

HOBBIES

- Writing
- Voice Art/ Dubbing
- Cooking
- Reading
- Poetry

OBJECTIVE

To secure a role that aligns with my passion for writing, business development, and education, where I can apply my skills to make a meaningful impact."

Signature:	aishna
	Vaishnavi Suresh Ugale